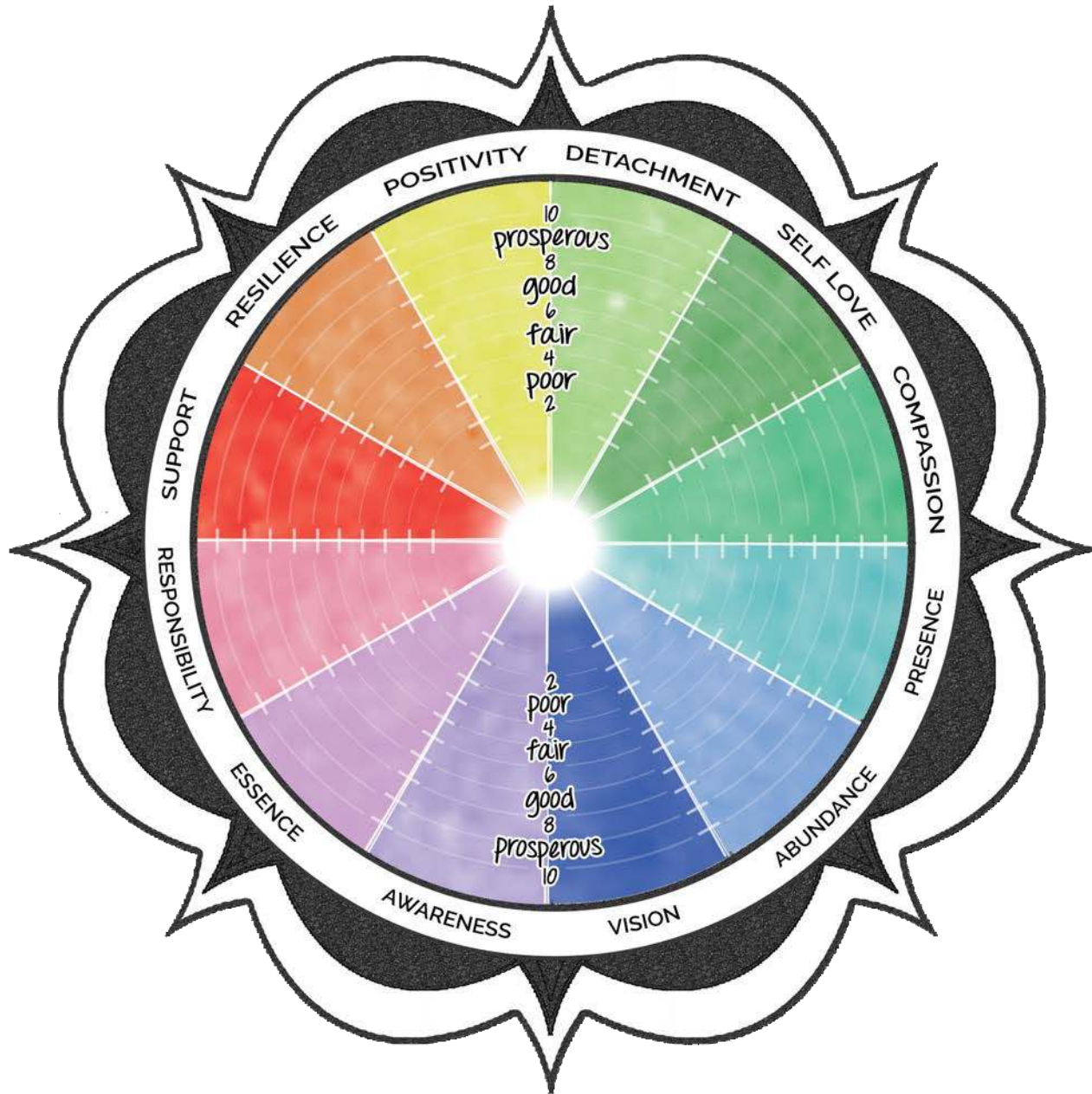




The Psychology of Success

Joyce Marter





The Keys to Success

Self-Awareness

“He who knows others is wise.
He who knows himself
is enlightened.”

- Lao Tzu



Success begins with an awakening, an honoring of the past for how it has shaped and molded us, and a choice to take responsibility for our path going forward.



Presence

“Be at least as interested in what goes on inside you as what happens outside. If you get the inside right, the outside will fall into place.”

- Eckhart Tolle, The Power of Now



Responsibility

“Everything you do is based on the choices you make. It's not your parents, your past relationships, your job, the economy, the weather, an argument or your age that is to blame. You and only you are responsible for every decision and choice you make.”

- Wayne Dyer, The Power of Intention



**Resentment is like
drinking poison and then
hoping it will kill your
enemies.**

- Nelson Mandela



Compassion

“I’ve learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel.”

- Maya Angelou



Develop Your Emotional Intelligence

- Know your emotions
- Manage your emotions
- Motivate yourself
- Recognize and understand other people's emotions
- Manage relationships (manage the emotions of others)



Low EQ

- Emotionally triggered
- Aggressive, passive or passive aggressive
- Participation in:
 - Scapegoating
 - Blaming
 - Bullying
 - Gossiping



High EQ

- Low insecurity
- High openness
- Assertive
- Self-aware
- Inclusive
- Respectful
- Takes responsibility for actions



Self-Love

“You can search throughout the entire universe for somebody who is more deserving of your love and affection than you are yourself, and that person is not to be found anywhere. You yourself, as much as anybody in the entire universe, deserve your love and affection.”

- Buddha



“
You must **care**
enough about
yourself to
welcome the life
that you **deserve**.
”





Having a healthy relationship with yourself is essential for happiness. Choose to be your own good parent, best friend, and greatest advocate.



Support

“Alone we can do so little,
together we can do so much.”

- Helen Keller









Collaborate at Work

- Foster collaboration, teambuilding & positive morale
 - Ask for help
 - Ask how you can help
 - Brainstorm and problem-solve together



Create Your Advisory Board

- **Personal Advisory Board**
 - Close friends, close family, partner, BFF, therapist or coach, etc.
- **Professional Advisory Board**
 - Supervisor, mentor, coworkers, coaches, teachers, etc.



Essence

“Whenever you feel superior or inferior to anyone, that is the ego in you.”

-Eckhart Tolle





**Our issues are
HOW we are, not
WHO we are.
Who we are is our
unique light within.**



**Healthy self-esteem is
midway between
DIVA and DOORMAT.**



Use Assertive Communication

- Neither passive, aggressive, nor passive-aggressive
- “I” Statements
- Honest, direct, clear, and diplomatic
- Does not triangulate
- Face-to-face best, then voice to voice, etc.
- Avoid conflict over email or text
- Diplomacy & Respect



Set Healthy Boundaries

- Information
- Time
- Financial
- Workload
- Physical
- Boundary Experts: [Cloud-Townsend Resources](#)



“

Whenever you're in conflict with someone, there is one factor that can make the difference between damaging your relationship and deepening it. That factor is attitude.

- William James

”



Conflict Style

- Avoidant
- Passive
- Passive Aggressive
- Assertive
- Aggressive



Avoid Behaviors that add Fuel to the Fire

- Criticism
- Contempt
- Stonewalling
- Defensiveness



Detachment

“Feelings are waves of energy which we can choose to surf, rather than allowing them to overcome us.”

- Arlene Englander



“

The primary cause of unhappiness is never the situation but the thought about it. Be aware of the thoughts you are thinking. Separate them from the situation which is always neutral. It is as it is.

- Eckhart Tolle

”



Detach with Love

- Detachment doesn't mean you don't care, aren't connected or are in denial
- Detachment is a mindfulness practice that involves:
 - Healthy separation
 - Not attaching your wellbeing to others
 - Not trying to control others
 - Not getting hooked
 - Not becoming defensive



Positivity

“A man is but the product of his thoughts...what he thinks, he becomes.”

- Mohandas Gandhi



WTF

**When you refuse to
believe something
is impossible, it
becomes
POSSIBLE.**



Vision

“First say to yourself what you would be; and then do what you have to do.”

- Epictetus



Identify Your Unique Gifts & Purpose

- What are your unique talents & strengths?
- How might these benefit the Corps in new ways?
- How can you see yourself expand within the company?



Ignite Your Ambition

- Know you're far more than a task-master
- Ask yourself Miracle Question
- Understand that tending to your dreams is self-care
- Recognize personal & professional success are two sides of same coin



Visioning

- Career Counseling or Coaching
- Professional Associations
- Mentoring
- 1-3-5 year plan
- Vision boards



Activity #1

Set SMART Goals

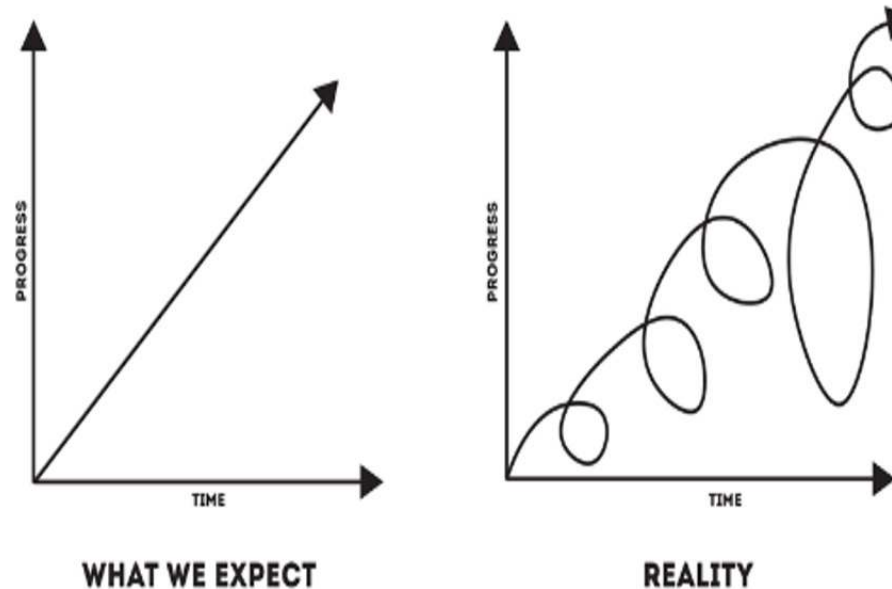
- **S**pecific
- **M**easurable
- **A**chievable
- **R**ealistic
- **T**imely



Resilience

“Life will give you whatever experience is most helpful for the evolution of your consciousness.”

- *Eckhart Tolle*



Character cannot be developed in ease and quiet. Only through experience of trial and suffering can the soul be strengthened, ambition inspired, and success achieved.

- Hellen Keller



Abundance

“Success is a state of mind. In order to be a success, you must first think of yourself as a success.”

- Dr. Joyce Brothers



An Abundance Mindset Facilitates:

- Creativity
- Positivity
- Hope
- Openness
- Flexibility
- Growth and expansion
- Empowerment
- Innovation
- Collaboration





SUCCESS is to live openly, authentically, & lovingly in alignment with the highest good of self & others – to the greatest extent possible.”

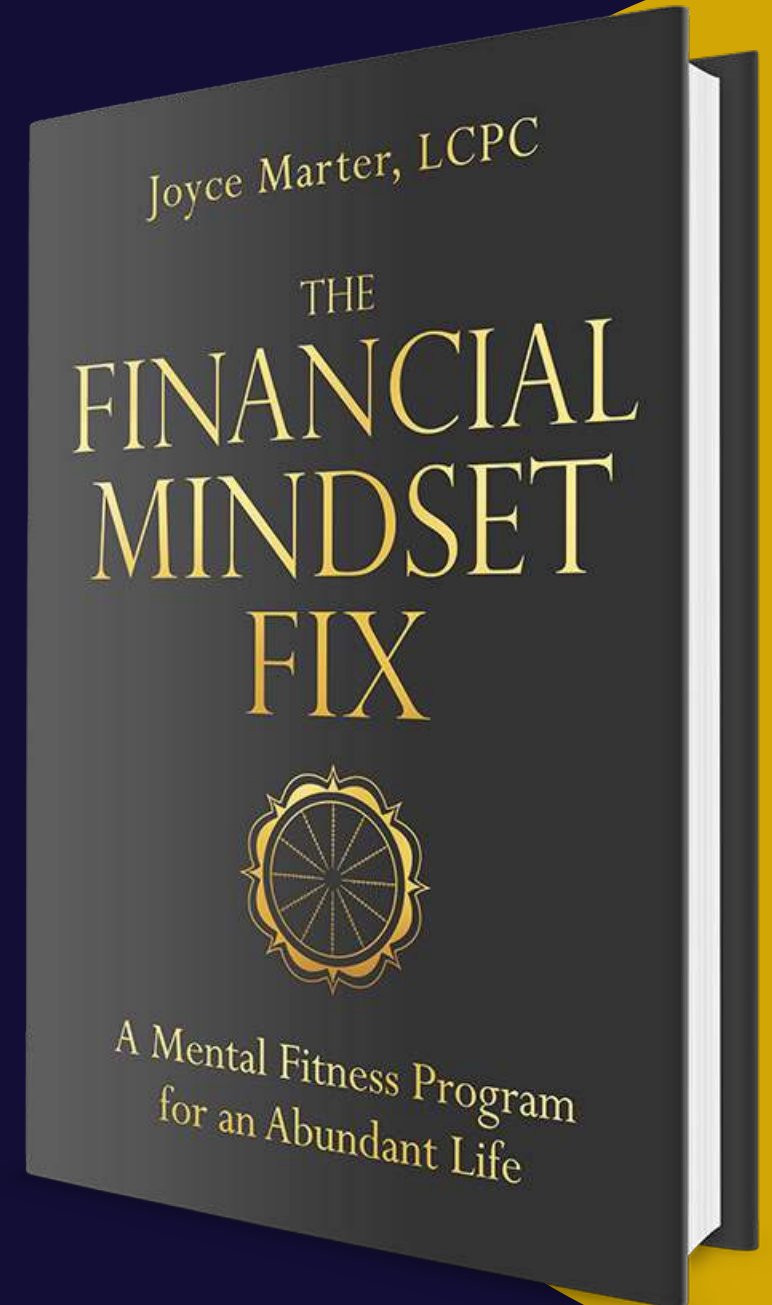
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Resources



A white rectangular graphic containing a QR code. Below the QR code, the name "Joyce Marter" is written in a serif font, with "Joyce" in black and "Marter" in yellow. Below the name, the text "SCAN ME" is written in a large, black, handwritten-style font. A black curved arrow on the left side of the graphic points upwards towards the QR code.

<https://qrco.de/bdoUKz>



Thank You!

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